



OFFICE OF HOUSING
ASSET SALES OFFICE
OFFICE OF FINANCE AND BUDGET



Report to the Commissioner on Post Sale Reporting September 2020 Report

HUD-HELD VACANT LOAN SALES FOR
HOME EQUITY CONVERSION MORTGAGES

U.S. Department of Housing and Urban Development
Federal Housing Administration

BACKGROUND

HUD-held Vacant Loan Sales (HVLS) for home equity conversion mortgages (HECMs) were introduced in 2016. These sales maximize recoveries to the Mutual Mortgage Insurance (MMI) Fund on behalf of taxpayers through competitive auctions. HVLS transactions are comprised of a portfolio of defaulted, formerly FHA-insured, single-family reverse mortgage loans owned by HUD. The loans are first liens secured by 1 to 4 unit, residential properties with the following attributes:

- ❖ The last surviving borrower is deceased;
- ❖ No borrower is survived by a non-borrowing spouse;
- ❖ The property securing the mortgage loan is vacant; and
- ❖ The heirs of the estate have not paid off the debt.

The HVLS loans were assigned to HUD from prior servicers, who are able to assign the loans to HUD when the loan balance reaches 98% of Maximum Claim Amount (MCA). MCA is equal to the lesser of the loan's appraised value or the maximum FHA lending limit at origination. HUD takes over servicing when the loans are assigned.

HUD can foreclose on these vacant properties but that is usually lengthy and costly to the U.S. taxpayers. Selling these defaulted mortgages through a competitive auction generates savings for FHA by avoiding holding, Foreclosure, and sales expenses that would be incurred with a disposition through the REO conveyance program.

The HVLS portfolio is summarized below. This report includes post-sale reporting data due 7/1/2020 and received through 7/20/2020 on five of the six HVLS transactions, HVLS 2017-1 through HVLS 2019-2. The first reporting for HVLS 2020-1 is expected to be received by January 4, 2021. Per sale requirements, Purchasers must ensure that the loans are serviced in accordance with all applicable state and federal laws and regulations.

EXHIBIT 1: THE HVLS PORTFOLIO

Sale Name	Sale Date	Settled Loan Count	Updated Loan Balance (MM)	Repurchased Loans	Count without Repurchases	Number of Pools
HVLS 2017-1	11/30/2016	1,644	\$333.4	77	1,567	5
HVLS 2017-2	6/21/2017	864	\$171.7	59	805	5
HVLS 2018-1	4/11/2018	567	\$120.5	56	511	4
HVLS 2019-1	12/12/2018	964	\$201.4	33	931	8
HVLS 2019-2	7/24/2019	1,473	\$329.5	18	1,455	10
HVLS 2020-1	6/24/2020	638	\$146.6	0	638	10
HVLS Total		6,150	\$1,303.1	243	5,907	42

The table above includes settled loans only, including 243 loans that are shown as Repurchased by the Purchasers. The first post-sale reporting for HVLS 2020-1, which settled August 3 - 10, 2020, is due by January 4, 2021 so repurchase data is not yet reported for that sale.

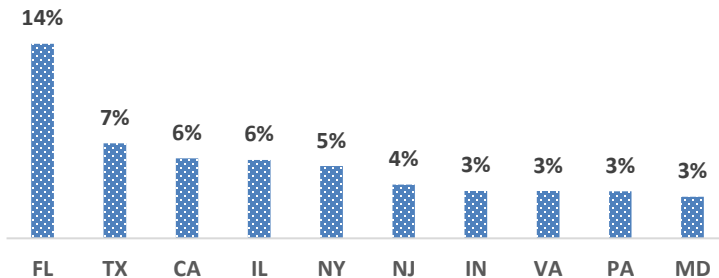
NON-PROFIT HIGHLIGHTS

- ❖ HUD held a seminar on May 9, 2019 highlighting opportunities for participation in loan sales by non-profit organizations. This conference can be viewed at <https://youtu.be/71l2KspUo0I>.
- ❖ HVLS 2019-1, HVLS 2019-2 and HVLS 2020-1 featured carve-out pools which allowed non-profits to self-select a limited number of loans from larger pools offered for sale to all qualified bidders.
- ❖ HUD has also created set-aside pools offered only to non-profit/local government bidders. These set-aside pools are a pre-defined set of loans within a larger pool offered for sale to all qualified investors.

These pooling strategies helped increase the loans sold to non-profits. For HVLS 2019-1 and 2019-2, a total of 19% of the loans were sold to non-profits. In 2020-1, 26% of the loans were sold to non-profits increasing the non-profit purchases to 12% of the HVLS loans sold.

GEOGRAPHIC DISTRIBUTION

Top 10 States for HVLS Properties



The HVLS loans sold were secured by properties in all 50 states, the District of Columbia and Puerto Rico. Approximately 54% of the loans sold were from the top 10 states.

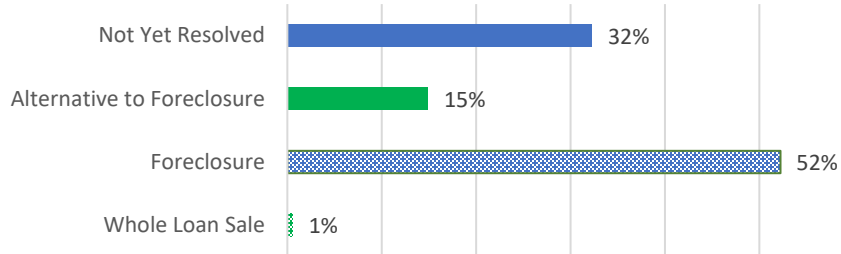
EXHIBIT 2: THE HVLS PURCHASERS

Purchaser	Settled Loan Count	% of Loan Count	Updated Loan Balance (MM)	Repurchased Loans	Count without Repurchases
Rushmore Loan Management Services LLC/Roosevelt/Elkhorn	2,613	42%	\$558.6	136	2,477
Kondaaur Capital Corporation/ Matawin	986	16%	\$191.7	22	964
The Corona Group	519	8%	\$119.1	41	478
Hogar Hispano, Inc. (Non-Profit)	506	8%	\$105.1	0	506
Upland Mortgage Acquisition II, LLC	503	8%	\$102.6	9	494
VWH Capital Management, LP	439	7%	\$71.7	30	409
Home Preservation Partnership, LLC (Non-Profit)	197	3%	\$68.1	1	196
Seattle Bank, LLC	192	3%	\$49.7	3	189
Bayview Asset Management	162	3%	\$25.1	1	161
Western Run Capital Management, LLC (Non-Profit)	33	1%	\$11.4	0	33
HVLS Total	6,150	100%	\$1,303.1	243	5,907

Notes: The first post-sale reporting for HVLS 2020-1, which settled August 3 - 10, 2020, is due by January 4, 2021 so repurchase data is not yet reported for that sale. Three Purchasers, Hogar Hispano, Inc., Home Preservation Partnership, LLC and Western Run Capital Management, LLC, are non-profits.

LOAN STATUS OUTCOMES SUMMARY

CURRENT STATUS OUTCOME



For loans where post-sale reporting has been received, 52% of the loans were resolved through Foreclosure and 32% of the loans have not yet been resolved. Since the borrowers are deceased, the primary resolution method for Purchasers is generally Foreclosure; however, 15% of the assets were resolved through Foreclosure alternatives.

According to the feedback from the Purchasers, these Foreclosure alternatives have been accomplished through the Purchaser, as a final step, seeking out and working with the estate of deceased borrowers.

EXHIBIT 3: LOAN STATUS OUTCOMES BY SALE

Category	Count					% of Loans Sold				
	2017-1	2017-2	2018-1	2019-1	2019-2	2017-1	2017-2	2018-1	2019-1	2019-2
RESOLVED										
Alternative to Foreclosure										
Paid in Full	55	24	3	2	4	3.5%	3.0%	0.6%	0.2%	0.3%
Short Payoff	0	1	2	7	1	0.0%	0.1%	0.4%	0.8%	0.1%
Short Sale	385	111	9	38	13	24.6%	13.8%	1.8%	4.1%	0.9%
Deed-in-Lieu	30	13	23	39	14	1.9%	1.6%	4.5%	4.2%	1.0%
Charge-Off*	2	0	0	6	3	0.1%	0.0%	0.0%	0.6%	0.2%
Total Alternative to Foreclosure	472	149	37	92	35	30.1%	18.5%	7.2%	9.9%	2.4%
Foreclosure	975	611	386	389	392	62.2%	75.9%	75.5%	41.8%	26.9%
Whole Loan Sale	0	0	30	0	0	0.0%	0.0%	5.9%	0.0%	0.0%
Total Resolved Outcomes	1,447	760	453	481	427	92.3%	94.4%	88.6%	51.7%	29.3%
NOT YET RESOLVED										
Not Yet Resolved	120	45	58	450	1,028	7.7%	5.6%	11.4%	48.3%	70.7%
Total Loans Sold	1,567	805	511	931	1,455	100.0%	100.0%	100.0%	100.0%	100.0%

Notes: The table above includes settled loans only, and excludes 243 loans shown as Repurchased by the Purchasers in their post-sale reporting. The first post-sale reporting for HVLS 2020-1, which settled August 3 - 10, 2020, is due by January 4, 2021 so repurchase data is not yet reported for that sale.

*Property was sold at a tax sale or loan was otherwise uncollectible.

EXHIBIT 4: GLOSSARY OF TERMS

Term	Definition
Charge-Off	The Purchaser has written off the mortgage as uncollectible or bad debt.
Deed-in-Lieu	The property is willingly conveyed to the new servicer in lieu of undergoing Foreclosure proceedings.
Foreclosure	The servicer undergoes legal proceedings to take control of the property which serves as security for the mortgage. This includes instances where the property is sold at the Foreclosure sale.
Alternative to Foreclosure	The Alternative to Foreclosure loans are comprised of loans in the following status outcome categories: Paid in Full; Short Payoff; Short Sale and Deed-in-Lieu.
Not Yet Resolved	Loans that the Purchaser continues to actively service.
Paid in Full	The full amount of the debt is paid to the Purchaser. This includes a pay off at Foreclosure sale when a third party bids more for the property than the amount of the outstanding debt, or when the estate elects to pay off the debt to preserve the property.
Purchaser	An entity who purchased mortgage loans through HUD's HVLS Program.
Repurchase	The Purchaser has put the loan back to FHA due to a breach of the representations and warranties included in the sale agreement.
Resolved Loans	All loans not reported as Not Yet Resolved.
Short Payoff	A portion of the remaining principal balance is paid off, the remainder of which is written off by the Purchaser.
Short Sale	The underlying property is sold to a third party, allowing Foreclosure proceedings to be avoided.
Whole Loan Sale	The Purchaser sells the mortgage to another entity, and the current underlying reporting status category is unknown.

HVLS LIBRARY APPENDICES

The HVLS Library Appendices, dated September 2020, has been prepared as a separate series of data tables that accompany this Report. The HVLS Library Appendices contain sale and pool level data on each HVLS transaction where available. It includes data on status outcomes, Purchasers and geographic information on the loans sold in each transaction. The HVLS Library Appendices are attached as a separate document.